

New Field of Work Open To Women Who Can Pose

(Detroit Free Press.)
NONE but the blind needs telling that this is an age of pictorial advertising. There are admirers of high art who lament the fall, and on the other hand there are dozens of women in this city who rejoice over it. Advertising photographers are not sorry for it either.

Commercial photography, as it is called, the making of photographs to be used for advertising purposes, has arrived at the dignity of a business by itself in New York. Almost all the pictures are taken from life and the women who pose for them are as well paid, sometimes better paid, than the painters' models, and the work is not nearly so hard.

This explains why the same face figure so often in the illustrations of women's hats and clothes which appear in the newspapers, in magazines and in store catalogues, says a writer in the New York Sun.

"None of our employees has ever been photographed for advertising purposes. I think, and the faces of very few have appeared in the sketches made for our catalogues," said the woman manager of a department store.

"For one thing, there are surprisingly few who are really suitable in appearance. I remember a young Scotch girl, though, who came here to work about a year ago. She was timid, modest, a dowdy as to style, but she had a lovely face. Before long the way that girl smartened up was wonderful. I discovered that she had a really beautiful figure, and she was put to trying on gowns."

"I never saw anyone more delighted. One day she was sketched in an imported costume, and after that every spare moment she could get was spent in front of a mirror. Her vanity grew by the yard. I knew she would not be with us very long. Sure enough, she went to a Fifth avenue dressmaker whose costumes are often pictured in the newspapers, as a model, and now her face is seen everywhere. She likes it. What is more, she gets good pay."

"There was another young girl who was employed here to sew buttons on shoes. She was a pretty little thing, and as she came in contact with customers in the shoe department they began to praise her looks and pet her. In three months that girl had changed so much that the shoe department could not hold her. She got a place in a wholesale millinery house, try on hats and pose for illustrations. From there she went on the stage as a chorus girl. She still poses for photographers. In all probability a few years ago, before pictorial advertising and illustrated fashion articles were all the rage, those girls, or girls like them, would have stayed in the department stores. Now there is another avenue open for them, and I'm glad of it."

"A prosperous looking young woman with whom I am slightly acquainted surprised me very much by saying that there was a certain bit of fence in this town she just loved because once it sported an illustrated advertisement of a stocking supporter."

"Why?" I asked.

"Because that advertisement brought me a couple of dollars at a time when I didn't have a cent in my purse or know where my next meal was to come from," she told me. "Then she told the story."

"I had been out of work," she said, "been laid off for six weeks because business was dull, and although I had the promise of being taken on again in two or three weeks, how on earth I was to manage, meanwhile without any money I did not know."

"I have a good figure, and in desperation I went to several artists and offered myself for a model. But at every studio it was the same story—they had all the models they wanted. Almost in despair I went haphazardly to a photographer and told him I was looking for work. He ran his eye over me critically and then asked point blank: 'Have you a well-shaped leg?'"

"I told him I thought I had."

"Well," he said, "a model has disappeared and as I have promised some pictures for which she was to pose to an advertiser tomorrow without fail, I am in a difficulty. I can't get her, nor take time to send for any one else. If you will pose for me now I will pay you \$2."

"Before I could really think what to say he called a woman clerk who hurried me off to a dressing-room and fixed me up in silk stockings and the latest thing in a garter, and the next minute I was posing before a camera. It was all over in half an hour, and I went out clutching a two-dollar bill and thinking joyfully of something to eat. Since then I have posed for him often."

Although there are few photographers in the town, even the highest priced, who do not from time to time make pictures for advertising purposes, a few specialists, it seems, control most of the business.

"No," said one, in answer to a question, "very few advertisers make their own photographs. You see so much depends on the pose and also on the way the pictures are worked up that it is cheaper for them to have us do their work than for them to keep two or three artists and bother about getting models. We supply everything but the garment or the articles to be advertised."

"For example, A maker of optical goods came in here a few weeks ago with a small instrument he called a dropper. It was meant for dropping liquids into the eye and for personal use, and he wanted a picture which would show a pretty woman in the act of using it. Of course, he got what he wanted. I sent for a model who has very full, large, round eyes and posed her in a graceful attitude, head raised, holding the dropper aloft, a drop just entering the corner of her left eye. No, of course no liquid went near her eye when she posed, else she would have winked or closed. We put the drop in afterward. But the thing was a great success."

"Where do we get the models? We don't get them. They come to us and save their names and addresses. When I need one I send for her. No one is ever paid less than \$1 for posing, but there is no set price. The pay depends a good deal on the importance of the ad and the time spent in posing."

"Corset models get the best. In fact, a woman who can pose for a corset advertisement can make her own terms, almost. The figure seen in a big corset display advertisement near Twenty-third street lately was posed here, and the young woman got \$10 for less than one hour's work, and a handsome corset thrown in. She made her bargain with the manufacturer, not with me. She was a finely developed woman, with an exceedingly pretty face, but of course, her waist is not as small as it appears in the cut. Our retoucher trimmed it in

a good bit after the negative was made."

"What sort of women are those models?"

"Well, you would be surprised to see some of them—ladies born and bred they are. They are chorus girls or beginners in the theater who want to eke out their salaries. As a rule they make the best models, for they are easier to pose than the others."

"One of the best I have had, though, is a young lady of good family, who became estranged from her people, so she said, because of a difference of opinion about a man whom her mother wanted her to marry. The girl was of age, so she left home, moved her trunk to a boarding-house and started out to be independent. A writer for Western papers brought her in one day to illustrate a hairdressing article, and I posed her in eight different positions with her hands to her head. She had beautiful, fluffy hair, which looked pretty any way she twisted it, and she told me afterward that the story was written to explain her poses rather than the poses to illustrate the story."

"Another time I posed her in a lot of exercises to illustrate a health article, and from time to time I employed her for different advertisements. Apparently she had no objections whatever to the work, and yet she had never earned any money before. She said that none of her friends suspected it was her picture they saw so often in the papers, although occasionally some one would comment on the likeness. She has stopped the work now, I understand, and has gone back to her relatives."

"A young married woman came in the other day and gave me an address—not her own address, however, for she does not want her husband to know what she is up to. He is employed in a store, I learned, and is unable to give her much spending money."

"I want more pin money," was the way she put it."

"She is a tall, very dark brunette with classical features and satin-smooth hair, quite an uncommon type, and I was really glad to get her. I am afraid, though, there is trouble in store for her when her husband finds out what she is doing, and of course he will find it out."

"One of my prettiest models is a young widow who supports herself entirely by posing for advertisements. Her specialty is showing off dress waists. She would never do for a painter's model, her figure is too faulty; but she had a remarkably stylish air about her, and the most commonplace shirt waist after she slips it on looks stunning."

"I find, though, that the great majority of the advertising models are chorus singers or actresses with small parts and correspondingly small pay."

Shorn of Skirt to Make Badges

Woman With Gorgeous Undergarment Proves to Be Friend in Time of Need.

ST. LOUIS, May 21.—The New York delegation, sixty strong, to the convention of the National Federation of Women's Clubs, found a good friend in their time of need.

Just before St. Louis was reached some one remembered that the local biennial board had requested all arriving delegates to wear a knot of pale blue ribbon on the left side of the corsage, so that the committee who met the train might identify them. Not one of all the sixty had provided herself with a ribbon.

Mrs. Charles A. Naething, however, was wearing a gorgeous undershirt whose luxuriant ruffles were threaded with yards upon yards of blue ribbon. A lifted frock betrayed this to the watchful eyes of the members, and Mrs. Naething was straightway shorn of her skirt and her ribbon was promptly confiscated. When the women left the train each flaunted her blue knot.

Don't Be Mortified.
A gentleman tries to avoid attracting attention by a conspicuous fault in his haberdashery. There are no faults in our men's furnishings.

BROWN, TERRY & WOODRUFF CO., 166 Main street.

MINING EXCURSION

To Tintic, via D. & R. G. \$2.
Leave Salt Lake 8:30 a. m.

HOW ARE YOU LIVING?

Up to your income or running a little ahead of it, or, as some would say, running a little behind?

WOULDN'T YOU like to break away from the "running behind" habit and start in with a surplus? These are leading questions, but if they lead up to good resolutions and a pass book, we will be pleased to open an account with you—and you'll be pleased, too, on dividend day.

You can start with as little as a dollar. We guarantee not less than four per cent interest, and have always paid six per cent. Ours is a co-operative bank, safeguarded by a guarantee fund of \$100,000 and the confidence of our stockholders. Also by supervision of State Bank Examiner.

Assets, \$447,000. Deposits by mail receive prompt attention.

Western Loan & Savings Co.

49 E. First South St.
Salt Lake City, Utah.

P. W. MADSEN, President. A. H. ADKISON, Cashier.

HUMPHREY'S

HOMEOPATHIC SPECIFICS cure by acting directly on the SICK PARTS without disturbing the rest of the system.

- | No. | CURES. | Price. |
|-----|---|--------|
| 1. | FEVER, Congestions, Inflammations. | 25 |
| 2. | WORMS, WORM FEVER or Worm Disease. | 25 |
| 3. | COLIC, Cramps and Wakefulness of Infants. | 25 |
| 4. | DIARRHOEA of Children and Adults. | 25 |
| 5. | DYSENTERY, Griping, Bilious Colic. | 25 |
| 6. | CHOLERA, Cholera Morbus, Vomiting. | 25 |
| 7. | COUGHS, Colds, Bronchitis. | 25 |
| 8. | TOOTHACHE, Earache, Neuralgia. | 25 |
| 9. | HEADACHE, Sick Headache, Vertigo. | 25 |
| 10. | DYSPEPSIA, Indigestion, Weak Stomach. | 25 |
| 11. | SUPPRESSED MENSES, or Scanty. | 25 |
| 12. | LEUCORRHOEA, or Profuse Menses. | 25 |
| 13. | CROUP, Hoarse Cough, Laryngitis. | 25 |
| 14. | SALT RHEUM, Eruptions, Erysipelas. | 25 |
| 15. | RHEUMATISM, or Rheumatic Pains. | 25 |
| 16. | FEVER AND AGUE, Malaria, Chills. | 25 |
| 17. | PILES, Blind or Bleeding, External, Internal. | 25 |
| 18. | OPHTHALMIA, Weak or Inflamed Eyes. | 25 |
| 19. | CATARH, Influenza, Cold in Head. | 25 |
| 20. | WHOOPING COUGH, Spasmodic Cough. | 25 |
| 21. | ASTHMA, Oppressed, Difficult Breathing. | 25 |
| 22. | EAR DISCHARGE, Eczema. | 25 |
| 23. | SCROFULA, Swellings and Ulcers. | 25 |
| 24. | GENERAL DEBILITY, Brain Fag. | 25 |
| 25. | DROPSY, Fluid Accumulations. | 25 |
| 26. | SEA-SICKNESS, Nausea, Vomiting. | 25 |
| 27. | KIDNEY DISEASE, Gravel, Catarrh. | 25 |
| 28. | NERVOUS DEBILITY, Vital Exhaustion. | 1.00 |
| 29. | SORE MOUTH, or Canker. | 25 |
| 30. | URINARY INCONTINENCE, Wetting Bed. | 25 |
| 31. | PAINFUL MENSTRUATION. | 25 |
| 32. | DISEASES OF THE HEART. | 1.00 |
| 33. | EPILEPSY, St. Vitus's Dance. | 1.00 |
| 34. | SORE THROAT, Quinsy and Diphtheria. | 25 |
| 35. | CHRONIC CONGESTIONS, Headaches. | 25 |
| 36. | GRIPPE, HAY FEVER AND SUMMER COLDS. | 25 |
- At Drugists, or mailed.
Cloth-bound book mailed free.
Humphrey's Medicine Co., cor. William and John streets, New York.

Millionaires to Appear Before Jury

Summoned By New York District Attorney to Answer Inquiries.

NEW YORK, May 1.—Agents of the District Attorney have served subpoenas on a number of well-known capitalists and sportsmen returnable on Monday. Among those said to have been notified are John W. Gates, John A. Drake and Mortimer Schiff. The recipients of the summonses are divided in their opinion as to the purpose of District Attorney Jerome in calling them before a decision had been secured in the case of Jesse Lewisohn, who was recently questioned as to his knowledge of Richard Canfield's house and refused to answer. The District Attorney left the city while his subpoena servers were at work and will remain over Sunday at his summer house near Lisleville, Conn. When questioned by the press he refused to give any information as to his intentions.

The Ladies' Aid Society of the First Methodist Church will have a rummage sale at the church, Saturday, May 27, beginning at 9:30 o'clock.

Prunes While You Wait.

ST. LOUIS, May 21.—World's Fair visitors are treated to a feast of prunes at the California exhibit in the agricultural buildings. Stewed prunes, raw prunes, dried prunes, fresh prunes and prunes served in every imaginable way are handed out to visitors, free of cost, with the compliments of the California Farmers' club and granges. Instructions are given in cooking and serving prunes, and the public receives some information as to the value of prunes as food.

TEACHERS' EXCURSIONS EAST

Via Oregon Short Line.
May 30 and 31 and June 8 and 9 to points west as Chicago, St. Louis, St. Paul, Memphis, etc. Ten days transit limit each way; final limit, September 15. See agents for full particulars.

THE PARIS MILLINERY COMPANY

You Can't Help Buying At These Prices



\$4.98 \$6.89

Ladies' Pongee Coats Misses' Suits

The very same ones you were glad to get last week for \$7.00. Superb quality silk in every coat and they are made in one of the newest and prettiest styles shown this season.

Smart misses' suits, sizes 12 to 18 in wool chevrons and fancy wool materials, handsomely trimmed. All of the latest styles. Sell regular for \$10.50. Special this week \$6.89

LADIES' SUITS AT HALF PRICE

Closing out our entire stock of wool suits, all this season's best styles.

... SPECIALS FOR THIS WEEK'S SELLING ...

- | | | |
|---|---|---|
| Short Kimonos
Ladies' short lawn kimonos in all sizes. Good value at 40c, to be sold this week for 29c | Sateen Petticoats
Of heavy sateen, black, black and white stripes, and checks and are well worth \$1.25. Special 98c | Calico Wrappers
Ladies' calico wrappers, made with deep ruffles, and plenty of material so that they are not skimpy and sold at a price that ought to clear the counter in a jiffy. Regular price 85c. Special 59c |
| Long Kimonos
Ladies' long kimonos in Persian patterns, very nicely made, regular price \$1.25. This week 98c | Ladies' Wash Skirts
Nicely trimmed with straps, etc., and are just the thing for an all around summer skirt. Regular price \$2.50. Special \$1.89 | Valenciennes Laces
This is the time to buy Valenciennes laces. Bolts of 12 yards are marked about 1/3 price. Do not miss this opportunity. |
| Misses' Wash Skirts
Made of duck, in dots, stripes, also plain materials, regular price \$1.50. Special 98c | Children's Silk Coats
We have made big reductions on our entire line of children's silk coats. They are all of this season's best styles and will sell quickly. | Silkoline Vests
Ladies' Silkoline vests, pink and blue, only, low neck and short sleeves, lace trimmed and silk taped, good value at 75c. Special 59c |
| Ladies' Silk Capes
Closing out all of our ladies' silk capes. This week you will be able to buy a cape at a great reduction. Prices range from—
\$1.50 to \$15.00 | Cotton Vests
Ladies' Cotton vests, Swiss ribbed, low neck and short sleeves, good quality, white only, value 15c. Special 10c | Lace Hose
Ladies' fancy lace hose, absolutely fast black, 14-16 thread, 3 styles to choose from value 65c. Special 53c |



Men, No Pay Till I Cure You!



Let any man who is weak, broken down, old and decrepit in physical weakness, full of pains and aches, gloomy, despondent and cheerless—any man who wants to be stronger and younger than he feels—let him come and tell me how he feels, and if I say that I can cure him I will not ask a cent until I have done so.

I don't want money that I don't earn. I don't need it, and am not after it. But I am after the dollars that are now going wrong in the quest of health. Look at all these poor wrecks of humanity that are spending all they earn on drugs—drugs that are paralyzing their vital organs—that have spent all they have earned for years without gaining a pound of strength for the hundreds of dollars wasted.

That is the money that I am after, because for every dollar I take I can give a thousand per cent interest and I don't want it at all until I have cured you if you will secure me. I have cured so many cases right here that I can prove my claims to you, but if that proof is not enough I'll give you the names of men right near you—where you are. Is that fair?

Most of the belts that I am selling now are to men who have been sent here by their friends whom I have cured. I think that is the best evidence that my business is a success from the standpoint of cures, as well as on the dollar side.

Wherever you are, I think I can give you the name of a man in your town that I have cured. Just send me your address and let me try. This is my twenty-fourth year in the business of pumping new vim into worn-out humanity and I've got cures in nearly every town on the map. I've got a nice book on men that I'll send sealed, free, if you inclose this ad.

DR. M. T. McLAUGHLIN,

931 Sixteenth St., Denver.

We're just as careful

In selecting our line of standard bottled liquors as we are selecting the ingredients for our prescriptions. Nothing but the best. Never a substitute. We sell the famous Old Crow, Hermitage and Atherton whiskies, and we also have a complete variety of the best wines for the table, champagne, sparkling Burgundy and the famous Cresta Bianca, Sauterne and Claret. Also all kinds of cocktails, in quart bottles only.

SCHRAMM'S

Where the Cars Stop.

STEINWAY PIANOS

You have always meant to buy a STEINWAY Piano—that is your ideal. You don't know how the idea came to you that Steinways are the best. We can tell you. It is

Public Opinion

No one told you so. The world says so, and when the Steinway goes home you will know why better every day.

Clayton Music Co.

109 Main St. New Store.

ESTABLISHED 1874 JOHN BUCKLE & SON, Popular Tailors.

235 SO. MAIN ST.
P. O. Box 682. Salt Lake City.

J. W. CURRIE, ASSAYER,
79 W. 2nd South, Salt Lake City.

An inspection of our cigar vault, especially constructed for the care of good tobacco in this climate, is all that would be necessary to let you know why Cressedas taste so good.

RIEGER & LINDLEY,
"The Whiskey Merchants."